Name: Jones and Brand and Hullin

Address: 803 "J" St., Sacramento, California

Area of Operation: Sacramento County

September 20, 1938

1. How long have you been a broker? 25 years
2. Have you been making appraisals? 15 years; How long?
3. Have you operated in real estate with your own funds? Yes
4. Do you manage property for others on commission? Yes
5. Have you built houses for sale during last 10 years? Yes; How many? (Estimated) 25
6. In what year were residential sale values highest in your city? 1924; Rentals? 1924
7. Which areas of your city suffered? a. Least shrinkage of value during the depression?
   Best residential Percentage. 20%
   b. Host? Poor, unrestricted residential Percentage 40%
8. What type and price of residential property suffered? a. Least? Good, five-room homes
   Percentage %; b. Most? Cheaply built homes Percentage %
9. Generally speaking and considering 1929 as 100%, what percentage would you estimate present residential prices to be? Sales 80%; Rents 80%
10. Have residential prices increased last 6 mo.? (sales (rents); If so, what % and in what areas?
   a. Sale prices %; Areas Little change in past six months
   b. Rent prices %; Areas
11. On what types of residential property are sales most active and in what areas? New type, five and six-room, one-story homes in restricted districts.
12. What percent of dwelling units in your area are occupied? 98%; City? 98 %
13. Has occupancy increased last 6 months? your area %; City %
14. What types of residential property have the greatest rental demand? Well located, five to eight-room homes; at what rental per month? $30 to $100
15. Which holders of large blocks of residential real estate have well-thought-out sales programs? Don't believe there are any large owners.

16. Is the steady pressure of "overhang" affecting the market? Explain
   No, most of "overhang" has been removed by sales.

(Over)